

ATTACHMENT 3
**PRICING RESOURCES AVAILABLE FOR
USE BY AFMC CONTRACTING PROFESSIONALS**

There are quite a few resources (guides, tools, and training) available to assist contracting professionals as they prepare to perform price and/or cost analysis and related functions. This document provides a list of those resources available on the HQ AFMC/PK and SAF/AQC websites. A review of the various AFMC activity websites indicates that many AFMC activities have also developed various pricing-related resources for local use. The purpose of this list is to familiarize the reader with some of the resources available. This list is not all-inclusive, nor does it provide in-depth coverage of each resource. You can go to the appropriate website for more information.

AFMC-generated resources can be found at the following website: <https://www.afmc-mil.wpafb.af.mil/HQ-AFMC/PK/pkp/pricing.htm>.

PNM/PCM Guide: This guide provides guidance on how to correctly and completely document a negotiation or competition. It includes current policy, guidance and input from recent IG reports.

Economic Data: This web page provides the economic-related data shown below:

Prompt Payment Rate – used to calculate Cost of Money, interest on Claims and Terminations

Underpayment Interest Rate – Used for calculating interest on defective pricing and CAS non-compliance audits

WEFA – Information on and a link to the WEFA website which provides economic forecast data

Also includes: Links to the Nominal Discount Rate, Bureau of Labor Statistics, Davis-Bacon Act Rates, and Per Diem Rates

Software Shelf: This web page provides a variety of software tools designed to assist contracting professionals. These include:

Pricing Advisory Tool (PAT) – A newly developed tool based on the COPADAT model. The tool frames risk in five categories providing an advisory assessment of how much cost/price data to request in your acquisition.

CPIF Calculator & Graph – Cost Plus Incentive Fee calculator built on an Excel spreadsheet. This program can be used for calculating CPIF points to illustrate sharing arrangements.

Simple Interest Calculator – This Excel spreadsheet can be used for calculating interest for Defective Pricing, Claims, CAS noncompliance audits, and Terminations for Default.

EZ-Quant – This is the statistical Data used by DCAA that includes improvement curves, statistical functions, and sampling method. This links the user to the DCAA website.

2002-10-B

Weighted Guidelines For Windows – Includes the latest version of the program to use for profit analysis and reporting. Note that this system will be replaced in the coming months.

Commercial Homepage: This page contains guidance, policy and training materials related to commercial item pricing, price analysis, and commercial acquisitions. It includes:

Commercial Business Approach Training – This is the training that was provided to the AFMC community in April – June 2000, training developed for the requirements community and delivered in the summer of 2001, and training given during the SYS 400 course.

Frequently Asked Questions – Includes information on Contract Type, Commercial Negotiations, and the TINA waiver process.

IG, GAO, Congressional – Contains information on recent IG and GAO reports related to commercial pricing.

Papers and Guidance – Includes a Commercial Acquisition Guide and a link to the Commercial Advocates Forum.

Market Research – Provides a link to the Market Analysis Home Page, Market Research Training, MR PoST, and several market research tools.

Contract Audit Follow-up/Defective Pricing Page: This page provides links to DoD Directive 7640.2, the PK Audit Reporting System (PARS) Users Guide, and the ASC Defective Pricing Procedures Guide.

Performance-Based Payments (PBP) Page: This page provides links to 19 sources of information on PBP, including the DoD User's Guide to PBP and the 26 February 2001 HQ AFMC/PK Memorandum on PBPs.

Voluntary Refunds: This page provides links to a variety of information related to the Voluntary Refund program.

Pricing & Financing Hot Links – This page contains links to websites that contain additional pricing- and financing-related information.

SAF/AOC-generated information can be found at <http://www.safhq.af.mil/contracting/toolkit/part15/price/xpricing3.html>. This includes links to various interest rates, finance, payment issues, as well as:

Contract Pricing: Topics include
The Truth in Negotiations Act (TINA)
What is a fair and reasonable price?
Commercial Pricing
Parametrics
Pricing Links

Other Resources Available:

Contract Pricing Reference Guides - The Air Force Institute of Technology (AFIT) and the Federal Acquisition Institute (FAI) jointly prepared a five-volume set of Contract Pricing Reference Guides to guide pricing and negotiation personnel. The five guides are: I Price Analysis, II Quantitative Techniques for Contract Pricing, III Cost Analysis, IV Advanced Issues in Contract Pricing, and V Federal Contract Negotiation Techniques. These references provide detailed discussion and examples applying pricing policies to pricing problems. They are to be used for instruction and professional guidance. However, they are not directive and should be considered informational only. They are available via <http://www.acq.osd.mil/dp/cp/sgv10/index.html>.

Air Force Knowledge Management Website - Includes the Market Analysis and Pricing Centers of Expertise at <https://afkm.wpafb.af.mil/ASPs/Market/Entry.asp?Filter=R> which provides a gateway to information, resources, and tools designed to assist acquisition teams pursue commercial acquisitions, develop price-based acquisition strategies, and prepare market research reports.

PREPARED BY HQ AFMC/PKPC, Mr. Bill Sain, 937-257-3812, DSN 787-3812, bill.sain@wpafb.af.mil
26 October 2001